



KTC PERFORMANCE 1Q2025



AGENDA



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KTC Overview & Key Highlights

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Financial Results

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Consumer Finance Industry &
KTC Portfolio Performance

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Target vs Actual 2025

5

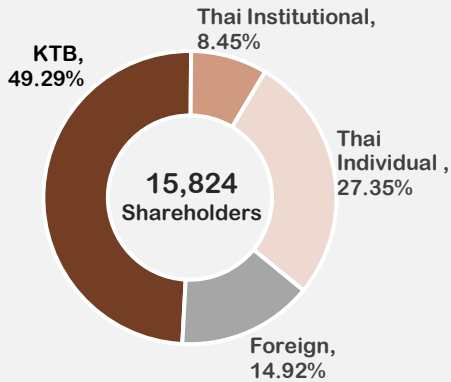
KTC Sustainability

KTC Overview



- Incorporated in 1996 as a credit card servicing subsidiary company of Krungthai Bank PLC
- In July 2002, KTB sold the credit card portfolio to KTC which subsequently transformed KTC into a full consumer finance company

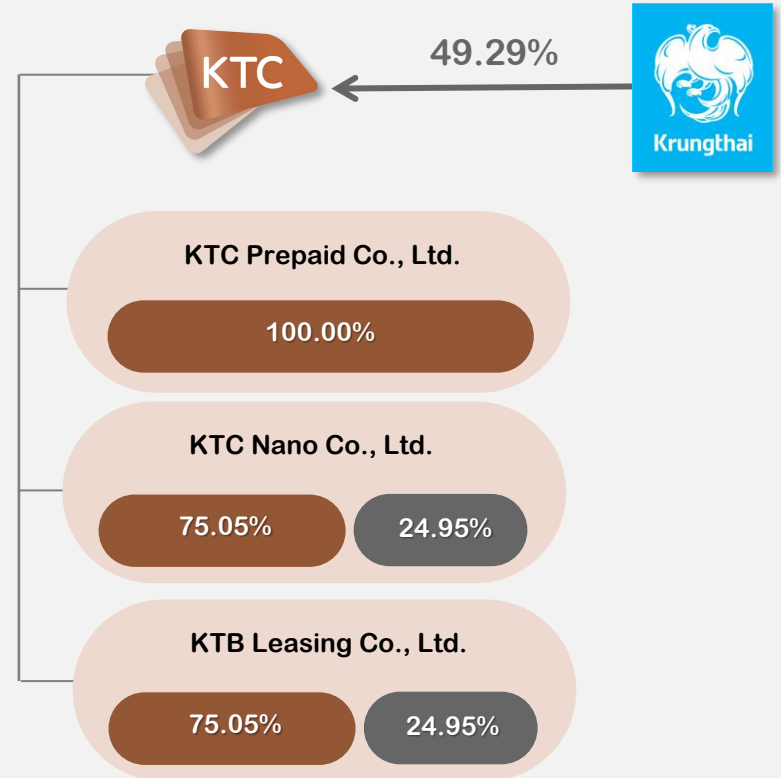
Shareholder Structure



Top 5 Shareholders		
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	12.49%
3.	MS. CHANTANA JIRATTITEPAT	4.95%
4.	Thai NVDR Company Limited	4.65%
5.	UOB KAY HIAN PTE LTD A/C - RC	4.09%

(As of 31 Mar 2025)

KTC Holding Structure



KTB
 KTC

(As of 31 Mar 2025)

KTB & KTC Business Synergy

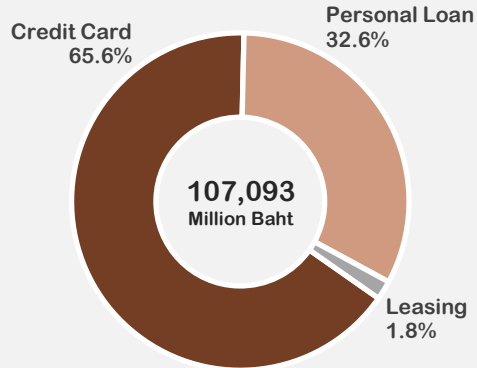


Business Structure & BOT Regulations

KTC



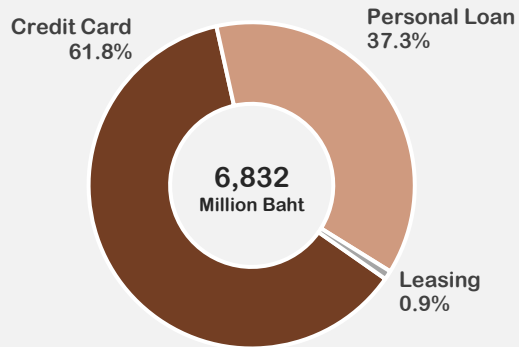
%Gross Receivables



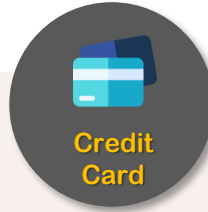
(As of 31 Mar 2025)



%Total Revenue



(As of 31 Mar 2025)



Credit Card



Personal Loan



Auto Title Loan



Hire Purchase

Type of Loan

Multipurpose
Unsecured
Nationwide

Multipurpose
Unsecured
Nationwide

Multipurpose
Secured or Unsecured
Nationwide

Multipurpose
Secured
Nationwide

Minimum Income (THB)

15,000

-

-

-

Maximum Credit Line (THB)

1.5x (income < 30K)
3x (income 30 – 50K)
5x (income ≥ 50K)

1.5x (income < 30K)
5x (income ≥ 30K)

Automotive Value

Automotive Value

Maximum Interest Rate & Fee

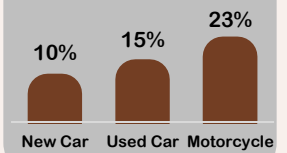
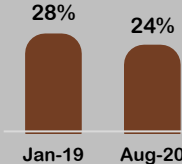
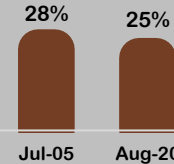
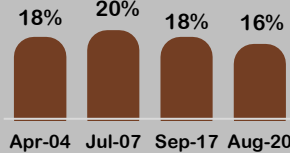
16%

25%

24%

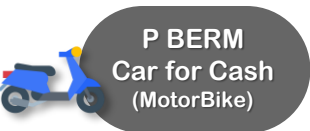
New Car 10%
Used Car 15%
New & Used
Motorcycle 23%

Rate Cap History



2024 KTC Debt Restructuring & BOT Relief Measures

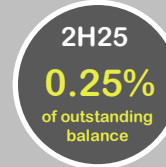
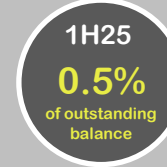
KTC



Assistance Measure	Interest Rate	Period
Change to Long Term Personal Loan	15.75% Per Annum	48 Months
Convert Revolving Loan to Term Loan	Based on Current Agreement	60 Months
Convert Revolving Loan to Term Loan	15% Per Annum	60 Months / 84 Months
Qualification: <ul style="list-style-type: none"> Not categorized as NPL Paid interest more than principal over the past 5 years Monthly Income <20K THB 	Debtors can still utilize the available credit limit (Determined on a case-by-case basis)	
Lower Installment by 30%	Based on Current Agreement	3 Billing Cycles
Lower Installment by 30%	Based on Current Agreement	3 Billing Cycles
Extend Payment Term	Based on Current Agreement	60 / 72 / 84 Months
Convert Revolving Loan to Term Loan	Based on Current Agreement	60 Months



- Extends the minimum payment at 8% from the end of 2024 to the end of 2025.
- Debtors who pay a minimum payment of $\geq 8\%$
 - receive cashback, per the below rates, paid quarterly in 2025.



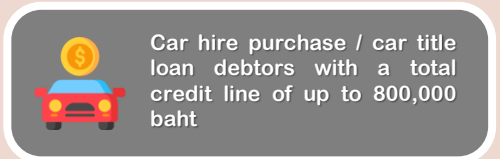
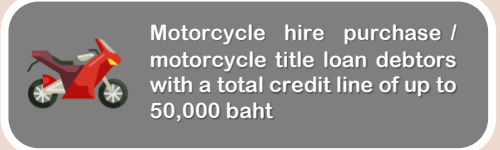
BOT Program “You Fight, We Help”



Measure 1

“Direct Payment, Retain Assets”

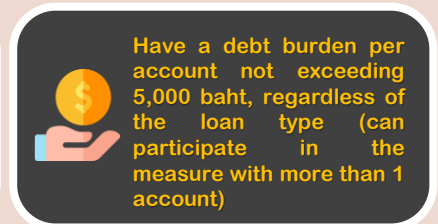
- Reducing the installment payments for a period of 3 years, with the debtors paying a minimum of 50%, 70% and 90% of the original installment payment in years 1, 2 and 3 respectively, with all installment payments being used to reduce the principal
- Suspending interest for a period of 3 years, with all suspended interest waived if the debtors comply with the conditions throughout the 3-year period under the measure.



Measure 2

“Pay, Close, Finish”

- Help retail debtors with low bad debts change their debt status from bad debt to debt closure faster



Key Highlights 1Q2025

KTC

Unit: THB Million



Total Revenue

6,832

▲ 1.0%
(YoY)



Net Profit

(The Owner of the Parent)

1,861

▲ 3.2%
(YoY)



Credit Card
Spending

74,053

▲ 6.7%
(YoY)



Total Portfolio
(Gross A/R)

107,093

▲ 1.7%
(YoY)

Credit Card

70,283

▲ 1.5%
(YoY)

Personal Loan

34,857

▲ 5.2%
(YoY)

Leasing

1,953

▼ 34.6%
(YoY)

Net Interest Margin

13.0%

Total NPL

Consolidated 1.97%

Separate 1.58%



NPL Coverage

Consolidated 384.5%

Separate 449.5%

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KTC Sustainability

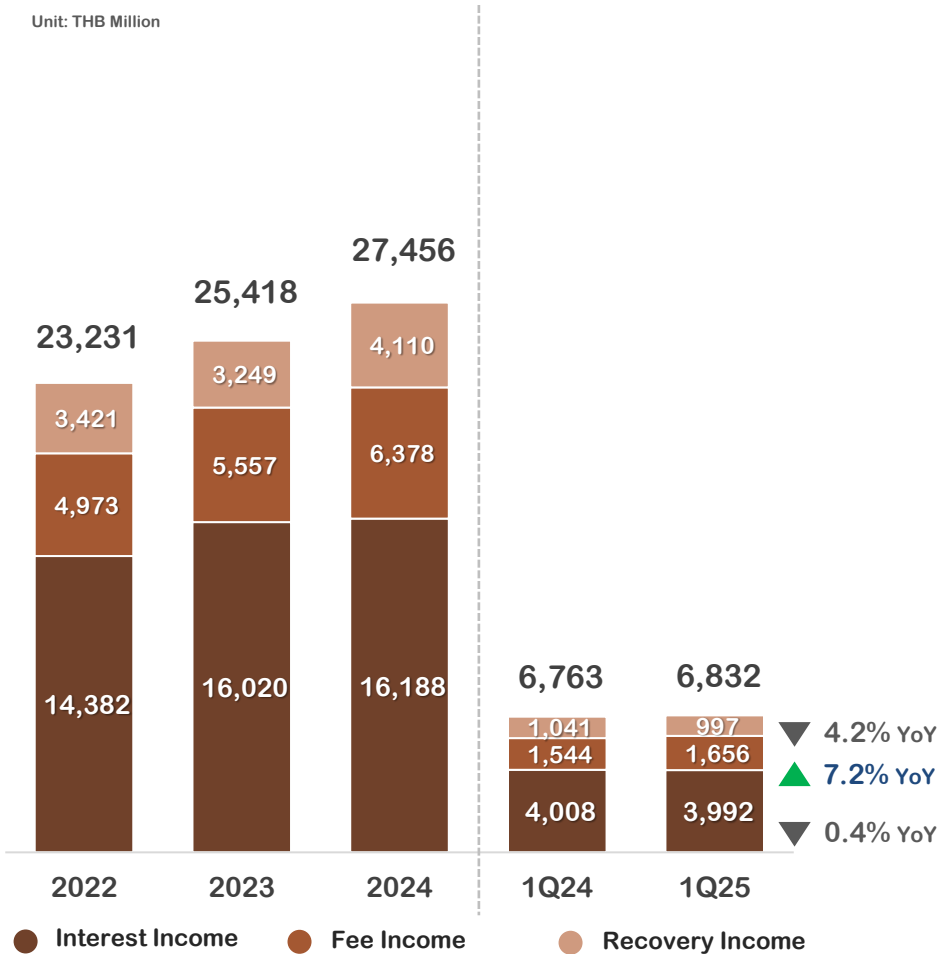
Financial Result 1Q2025



Total Revenue

6,832 MB ▲ 1.0% YoY

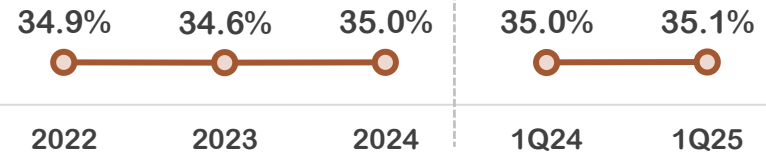
Unit: THB Million



Total Expense

4,433 MB ▼ 1.6% YoY

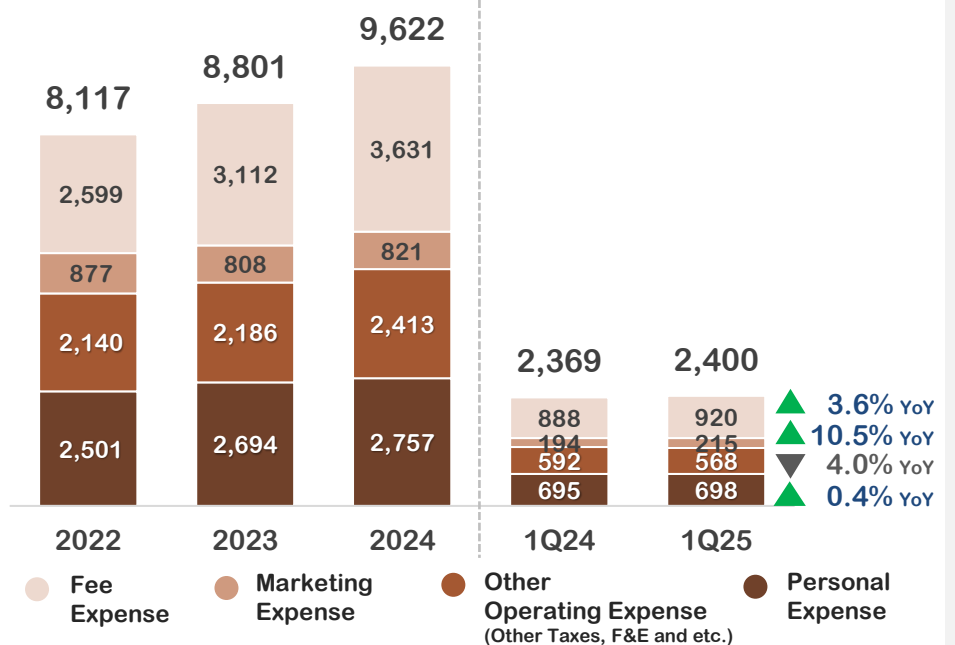
Cost to Income



Total Operating Expense

2,400 MB ▲ 1.3% YoY

Unit: THB Million



Expected Credit Loss

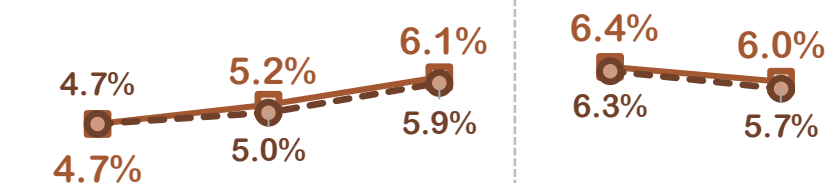


Expected Credit Loss

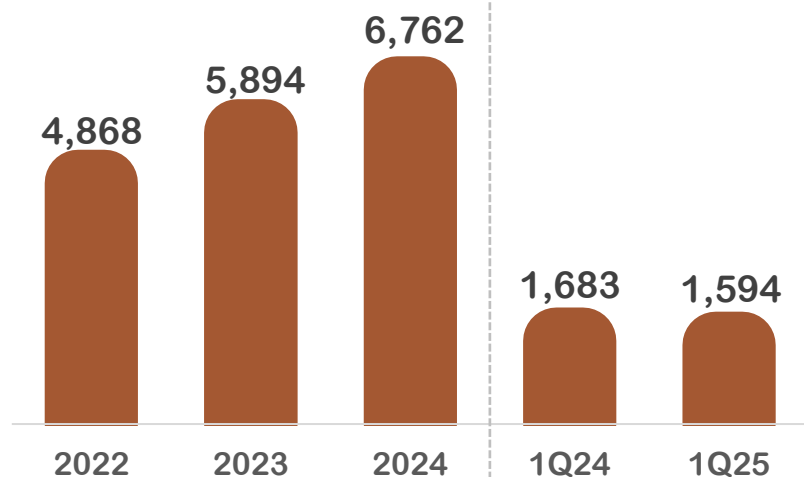
1,594 MB ▼ 5.3% YoY

Credit Cost

—●— Separate —■— Consolidated



Unit: THB Million

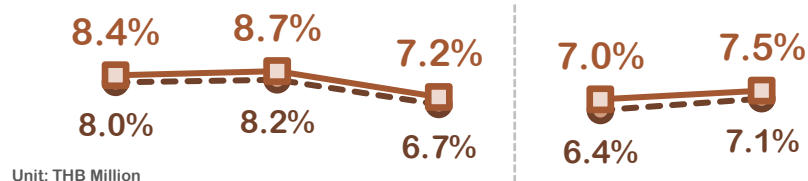


● Expected Credit Loss (Consolidated)

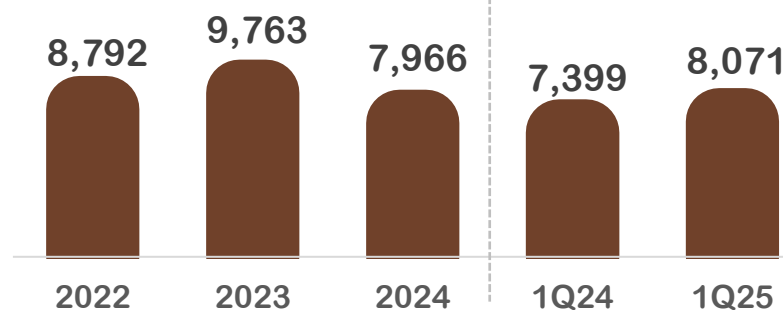


Allowance for ECL

—●— Separate —■— Consolidated



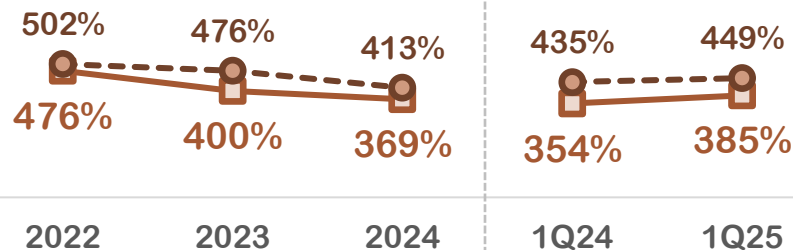
Unit: THB Million



● Allowance for ECL (Consolidated)

NPL Coverage Ratio

—●— Separate —■— Consolidated

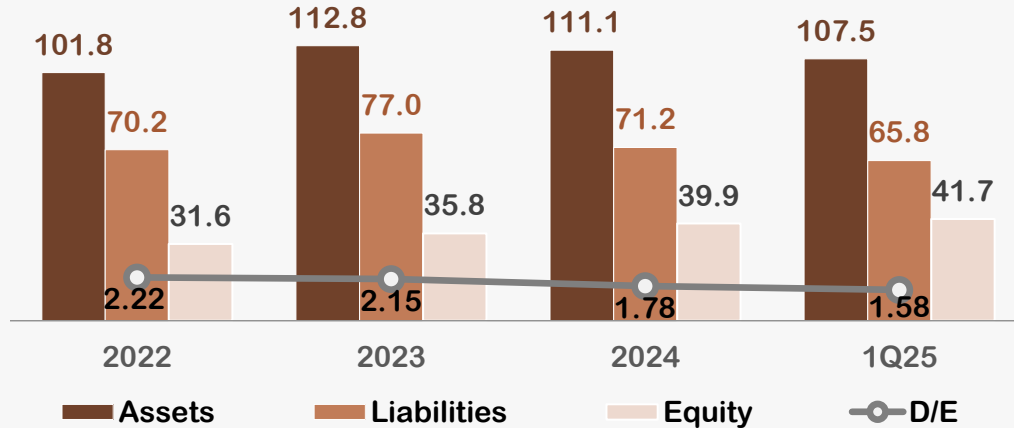


Financial Position & Funding

KTC

Balance Sheet Highlight

Unit: THB Billion

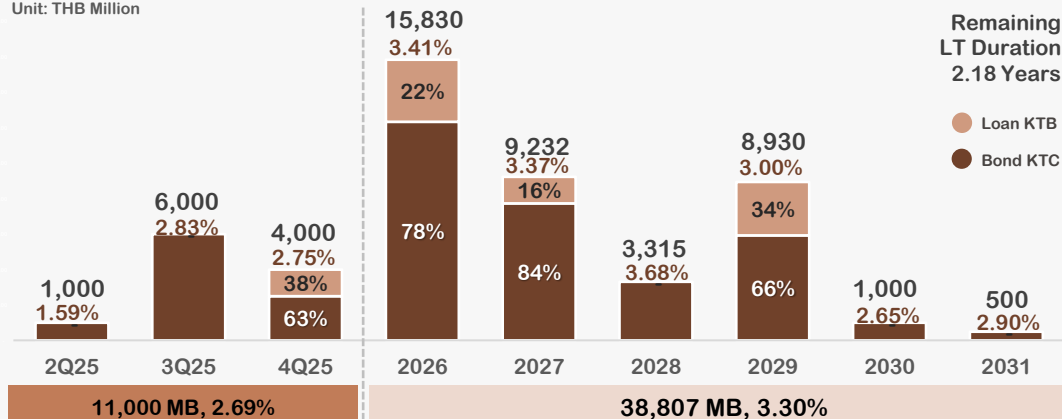


Maturity Profile

(As of 31 Mar 2025)

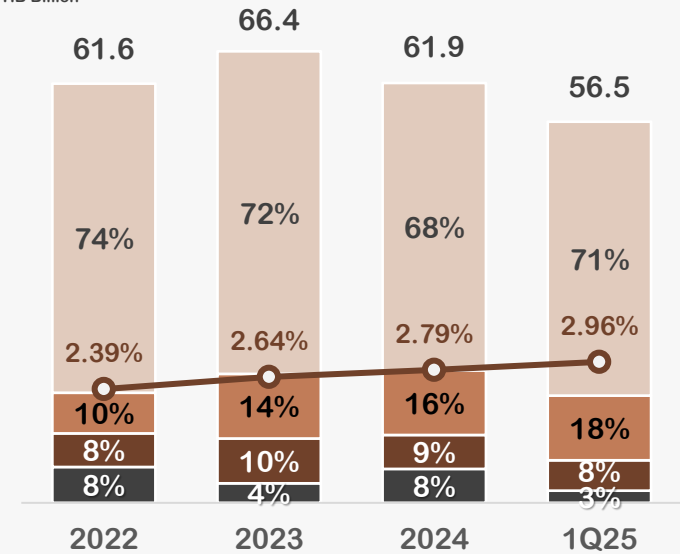
49,807 MB, 3.17%

Unit: THB Million



Interest Bearing Debt (Original Term)

Unit: THB Billion



- Debtures
- LT Loan
- Cost of Fund
- ST Loan - Excl. KTB & Related Parties
- ST Loan - KTB & Related Parties



ST Credit Line
29,755

(ST: KTB = 18,045 MB, Others = 11,710 MB)



LT Loan
11,500

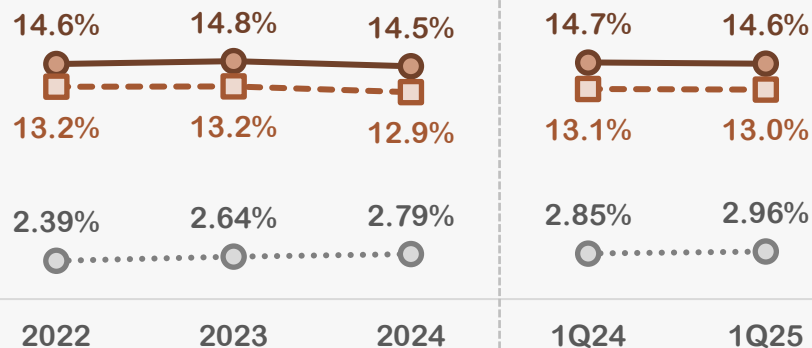


Key Financial Ratio



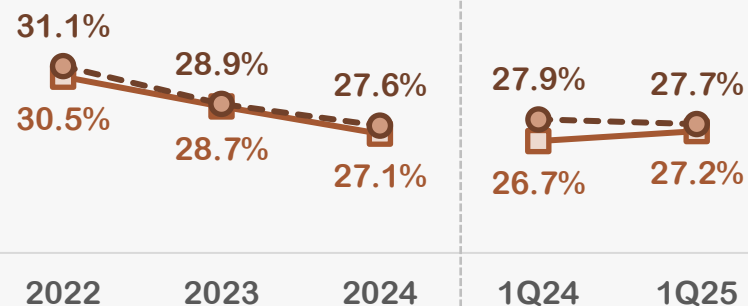
Yield on Loan & NIM & COF

—●— Yield on Loan -□- NIM ..●.. COF



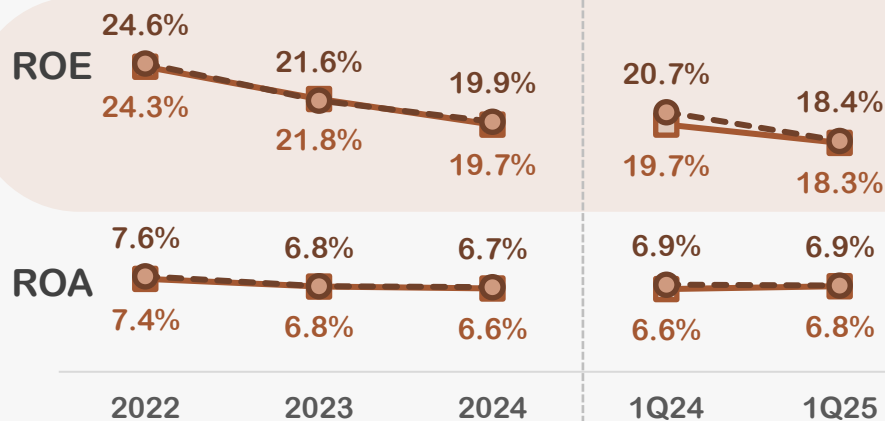
Net Profit Margin

—●- Separate -□- Consolidated



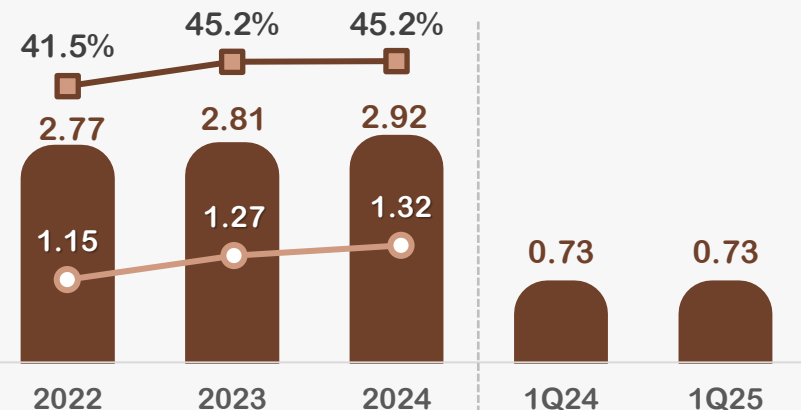
ROE & ROA

—●- Separate -□- Consolidated



EPS & Dividend Payout (Separate)

■ Dividend Payout Ratio ● Earning Per Share (THB/Share) ○ Dividend Per Share (THB/Share)



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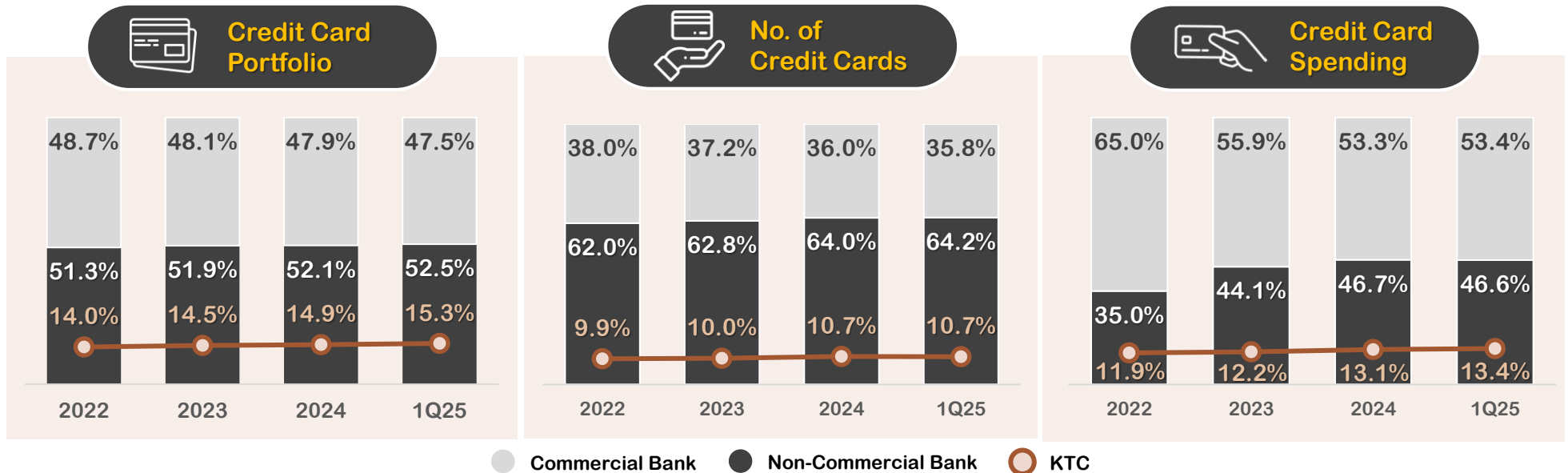
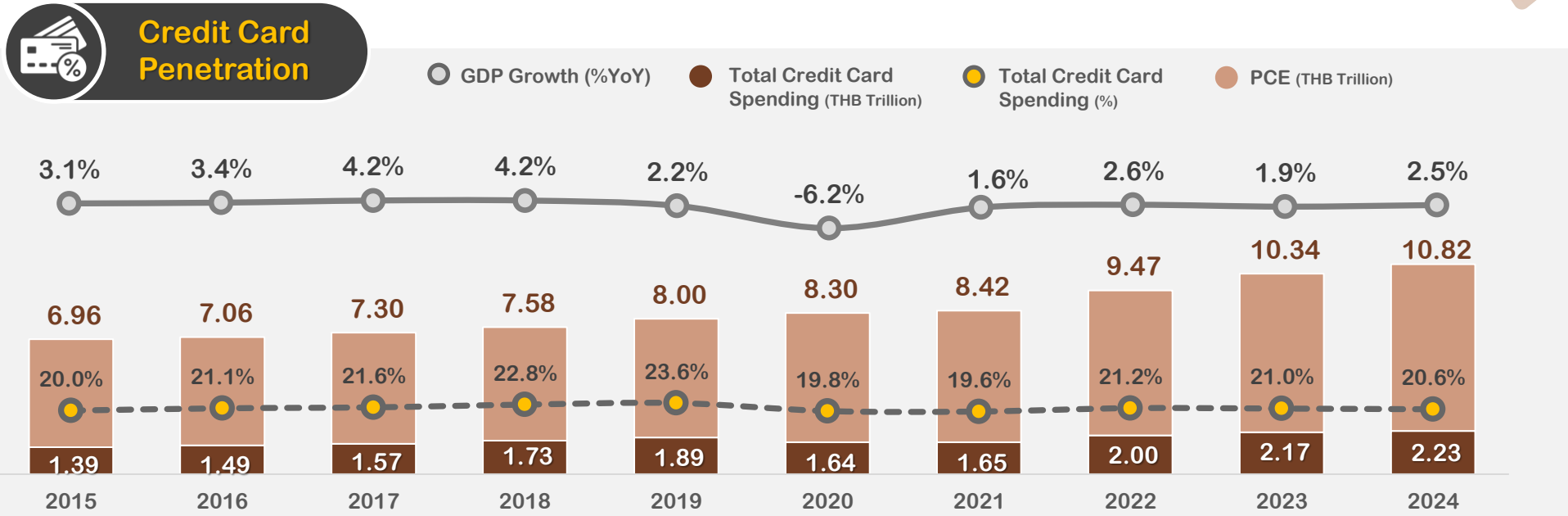
Target vs Actual 2025

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KTC Sustainability

Credit Card Industry & Market Share

KTC

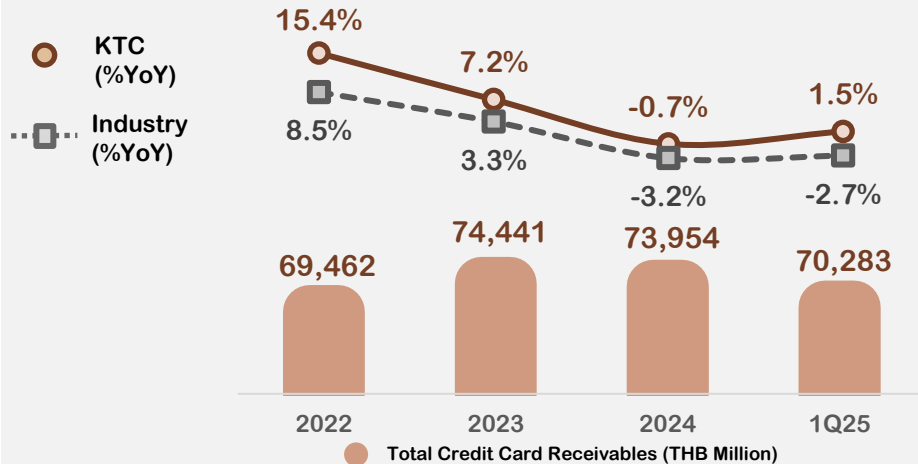


Credit Card Performance

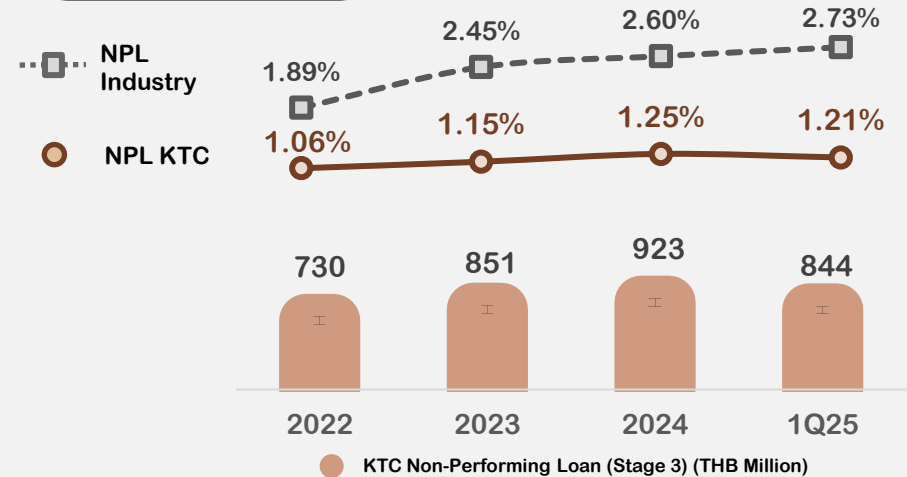
KTC



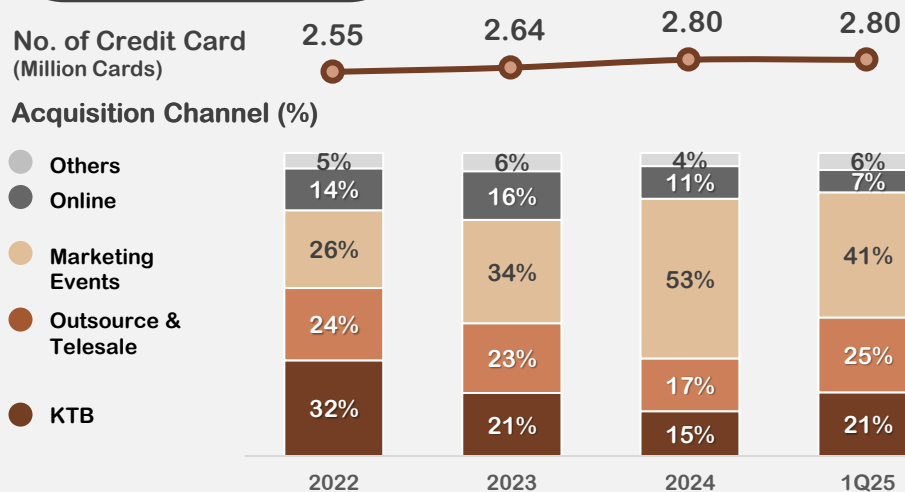
Portfolio Growth



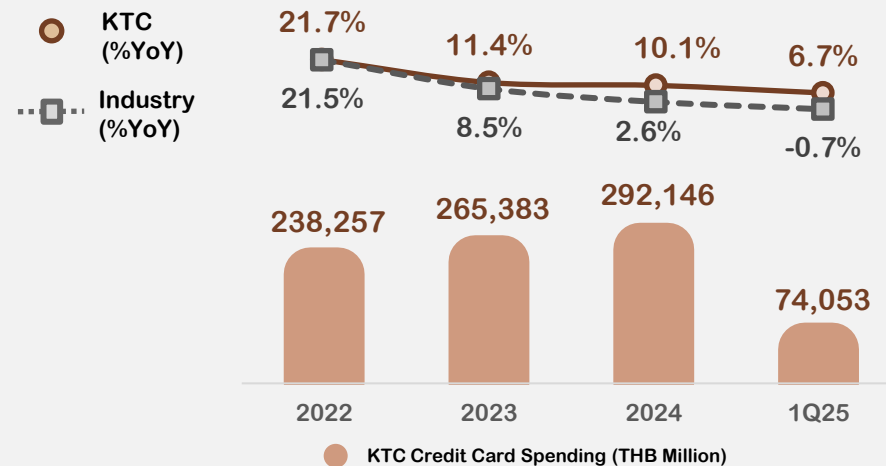
Portfolio Quality



Acquisition Channel



Credit Card Spending

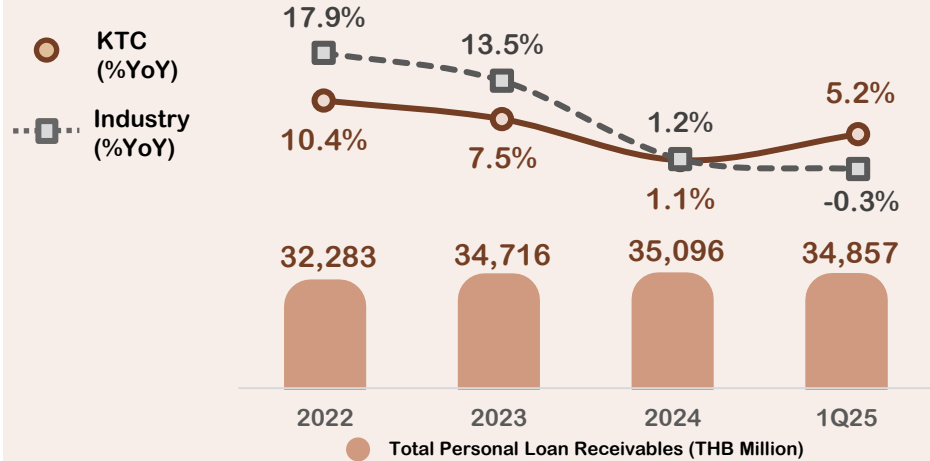


Personal Loan Performance

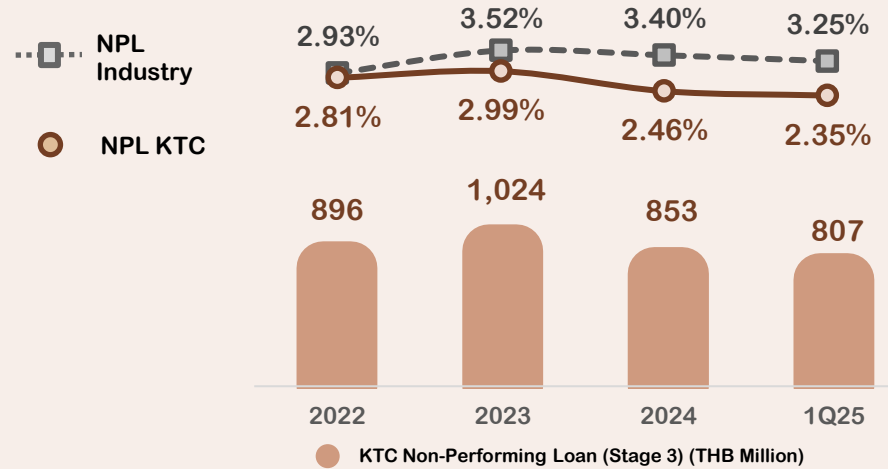
KTC



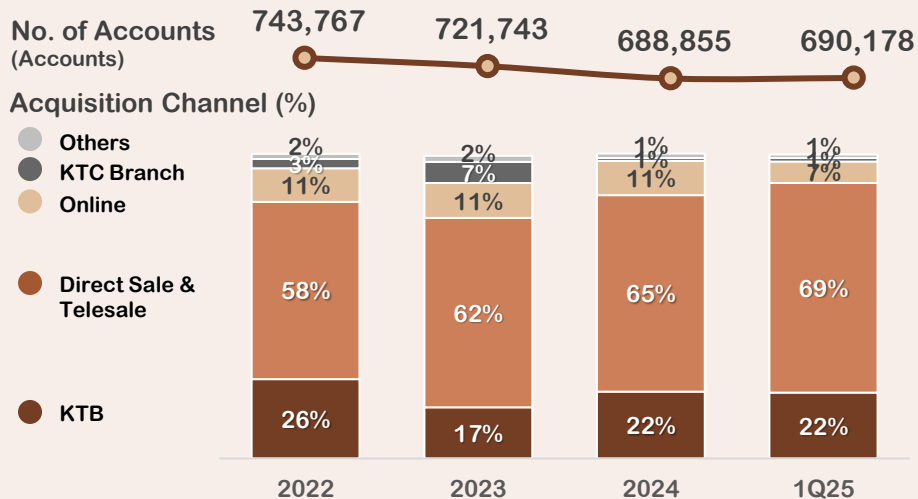
Portfolio Growth



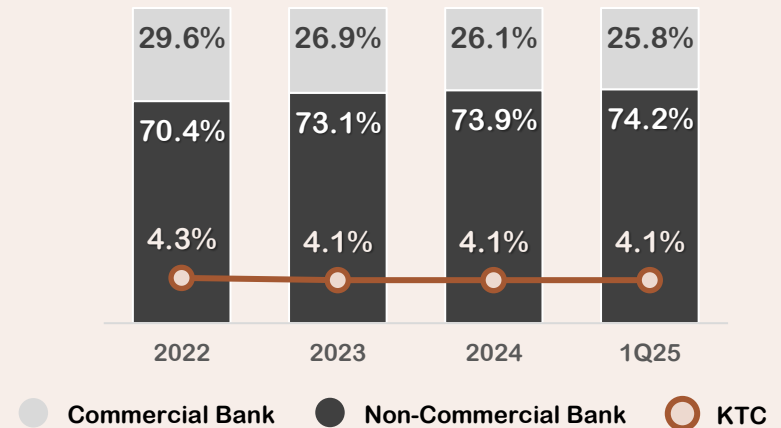
Portfolio Quality



Acquisition Channel



Market Share



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Target vs Actual 2025

KTC

Unit: THB Million

	Actual Y2024	Target Y2025	Actual 1Q25
Net Profit	7,437	> 7,437	1,861
Total Portfolio Growth	▼ 1.1%	4-5%	1.7%
Portfolio Quality (%NPL)	1.95%	≤ 2.0%	1.97%
 Credit Card Spending Growth (%)	10.1%	10%	6.7%
 KTC PROUD Portfolio Growth (%)	0.6% (0-90 Days)	3%	0.6%
 New Booking of P BERM Car for Cash	2,437	3,000	511

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KTC Sustainability

KTC Sustainability

KTC

Strategies

Economic Dimension Better Products & Services



KTC's "Debt Clearance 2025" gives members a chance to wipe out debt with 8 Million Baht in prizes



KTC champions reading Culture with 18% cashback and installment offers at Thailand's premier book fair



KTC is introducing two premium credit cards, the KTC DIGITAL VISA SIGNATURE and the KTC DIGITAL WORLD REWARDS MASTERCARD, designed for discerning members who value online shopping and premium privileges with advanced security technology



KTC cooperates with Legal Execution Department to open "Debt Mediation Fair" No.36



KTC responds to the Bank of Thailand by cashback or refunding interest to customers to ease their debt burden.

"Operating innovatively and responsibly to unleash financial resilience in accordance with the laws and corporate values"

Vision

KTC is a member company in the payment and retail lending business with an emphasis on being a trusted organization with sustainable growth

Purpose

To provide better financial products and services to enhance quality of life for all Thais

Social Dimension Better Quality of Life



KTC P BERM Car for Cash empowers aspiring franchise entrepreneurs supporting dreams and future opportunities



KTC builds a better future with 25 Million Baht donation to UNHCR for refugees



KTC conducts Knowledge Sharing to "Pattaya Redemptorist Technological College for People with Disabilities"



KTC partners with members to donate 27 Million Baht for a sustainable future with SOS Children's Villages Foundation

"Providing inclusive financial solutions and investing in talents that empower equitable communities"

Environmental Dimension Better Climate



Offers Solar Roof promotion with installment 0% up to 10 months for KTC credit card and KTC PROUD



KTC and Bangkok Airways launch the "20 Years, 20 Trips" campaign, offering curated sustainable travel experiences and cultural immersion opportunities throughout 2025



KTC is collaborating with the Mass Rapid Transit Authority of Thailand (MRTA) and Bangkok Expressway and Metro Public Company Limited (BEM) to introduce exclusive benefits for "Tap-and-Pay" users on the MRT Blue and Purple lines throughout 2025

"Exploiting financial solutions and environmental stewardship to support decarbonization"

National Awards



In SETTHSI Index since 2020 & SET ESG Ratings AAA since 2023



Membership of the Thai Private Sector Collective Action Against Corruption since 2016



Certified as an ESG100 company and recognized for outstanding sustainability performance by Thaipat Institute since 2016



Excellence CG Scoring by Thai Institute of Directors Association (IOD) since 2016 (Based on OECD Principles of CG)



Excellent AGM Scoring by Thai Investors Association (TIA) in 2024



KTC wins Thailand's Top Corporate Brand Value Award 2024 for the 6th Year

International Awards



Member of S&P Global Sustainability Yearbook 2025 for the second consecutive year since the S&P Global Sustainability Yearbook 2024



FTSE4Good Index since 2021



MSCI ESG Ratings BBB Since July 2023



KTC secures Asia-Pacific Financial Security Award for the second consecutive year

World Class Standards



STANDARDS

Adopting an International Sustainability Reporting Framework, the Global Reporting Initiatives Standards (GRI Standards) since 2019

: With Reference



ISO/IEC 27001 Information Security Management System CERTIFIED

The Information Security Management System ISO/IEC 27001:2013



ISO/IEC 27701 Privacy Information Management System CERTIFIED

The Privacy Information Management System ISO/IEC 27701:2019

ISO/IEC certified



PCI DSS Payment Card Industry Data Security Standard CERTIFIED

PCI DSS Version 3.2.1-Acquiring Service

Appendix | KTC Ratio Formula



Cost to Income	Total Operating Expense / Total Revenue
Credit Cost	Expected Credit Loss (ECL) / Total Gross A/R
%NPL	(Total Stage 3 (Excluding Accrued Interest)) / Total Gross A/R (Excluding Accrued Interest)
NPL Coverage Ratio	Total Allowance / (Total Stage 3 + NPL (Excluding Accrued Interest))
D/E	Total Liability / Total Equity
Yield on Loan	Interest Income (Including Credit Usage) / Average Gross A/R
Net Interest Margin	(Interest Income (Including Credit Usage) - Financial Costs) / Average Gross A/R
Cost of Fund	Finance Costs / Average Borrowing (Including Lease Liability)
Net Profit Margin	Profit Attributable to Owners of the Parent / Total Revenue
ROE	Profit Attributable to Owners of the Parent / Average Equity (Attributable to Owners of the Parent)
ROA	Profit Attributable to Owners of the Parent / Average Total Asset

Remark: Annualized income statement items: Multiply by 4 for 3-month, 2 for 6-month, and 4/3 for 9-month performance
Balance sheet items: Use the average of beginning and ending period balances (e.g., average total asset = (Dec 23 + Sep 24) / 2 for 9M24)

Visit our IRKTC Website



Thai Version



English Version

THANK YOU

For further info, please contact IR Team at +66 2 828 5067 or irktc@ktc.co.th

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